WELCOME TO THE HUD OFFICE OF FBNP CAPACITY BUILDING WORKSHOP Sandy, Utah August, 2013

Materials emailed

- 1. Organizational Development
- 2. Strategic Planning
- 3. Financial Development
- 4. Evaluations and Logic Models



Citations of supporting materials previously emailed will be in BLUE in this presentation.



FINDING AND APPLYING FOR GRANTS

CAPACITY BUILDING SERIES



Center for Faith-Based & Neighborhood Partnerships

Presenter:

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Types of Funding

PUBLIC

- Federal Agencies
 - Two types
 - Competitive
 - Non-competitive
- State and Local Agencies
 - State, County and local municipalities and local government agencies.
 Process can be competitive.

PRIVATE

- Foundations
 - Award to private, NP, Taxexempt (501) (c) (3) for:
 - General support
 - Endowment
 - Program or project grants
 - Matching or challenge grants
 - Fellowships/Scholarships
 - Capital grants
- Corporations
 - Direct giving, donations, and cause related marketing that produce income
- Professional & Trade
 Associations
- Fundraising Activities

Resources - Private

Foundations

Family Corporate

Community Industry-related

- Corporations (including financial institutions)
 - Grant or in-kind donation
 - "WIIFM" Factor
- Local Organizations
 - Service Organizations
 - Public Charities
 - Interest Groups
 - Fraternities/Sororities





Make an Impact in Your Community FOUNDATION DIRECTORY ONLINE SUBSCRIBE NOW>





Having trouble viewing this e-mail? Click here.

Our e-mail address has changed.

Please make sure to add foundationcenter@e.foundationcenter.org
to your address book or contact list so you won't miss a beat.

PND RFP BULLETIN

A SERVICE OF THE FOUNDATION CENTER

August 17, 2012

IN THIS ISSUE

The RFP Bulletin is a publication of the Foundation Center. RFPs posted within the past week are listed below, sorted by topic. To search or browse all RFP postings, visit our **Web site** — new RFPs appear daily. PND posts RFPs free of charge **submitted** by U.S. grantmaking organizations. In order to be posted, RFPs must be received at least four weeks before the earliest deadline date.

« ANNOUNCEMENT »

2012 Digital Grant Guides

Who's giving grants in your field? Find out with our popular

NEW RFPS

Arts and Culture

Children and Youth

Education

Health

International Affairs/Development

Religion

Here is an example of a notice from the Foundation Center you can get if you subscribe to their notices. It is a free service.

Foundation Center Cooperating Collection's in Utah

<u>Cedar City</u>: Southern Utah University, Gerald R. Sherratt Library, 351 W. University Blvd. (435) 586-7700

Ogden: United Way of Northern Utah, Zada Haws Community Grant Center, 2955 Harrison Blvd., Ste. 201 (801) 399-5584

Salt Lake City: Salt Lake City Public Library, 210 E. 400 S. (801) 524-8200

Salt Lake City: Utah Nonprofits Association, 231 E. 400 S., Ste. 345 (801) 596-1800

Cooperating Collections provide visitors with free access to core Foundation Center electronic and print resources and fundraising research guidance, along with access to the Internet and our searchable databases. Many offer workshops and programs for local nonprofits. For the most current contact information, visit foundationcenter.org/collections or call (800) 424-9836. Individual Collection hours vary, so please confirm specifics before paying a visit. No appointment is necessary, and no fee is charged for use of Foundation Center resources

Resources - Public

- www.grants.gov
 - Website for ALL Federal Agencies
 - Search engine



- State, County & Municipal websites
 - Many States make applications available on-line
 - County and local governments create their own processes for funding programs and projects

Federal Grants

- Organizations, not individuals, typically apply for public resources
 - Institutions of higher education
 - Local government agencies
 - Non-profits
 - Hospitals
- In order to apply for Federal funding, an organization must have a DUNS number
 - Call 1-866-705-5711 or visit

http://fedgov.dnb.com/webform

FIND. APPLY. SUCCEED!

HOME ABOUT

ABOUT SEARCH GRANTS

APPLICANTS

S GRANTORS

SYSTEM-TO-SYSTEM

FORMS

OUTREACH

SUPPORT

Track Your Grants

Grants gov makes it easy to TRACK your federal grants the you have applied for. Enter the Grants gov tracking number you received after submitting your application to track the processing status.

Track your Grants » »

Learn more about Grants.gov » »

Click on SAMS for the guide and view the Training Video to become familiar with the site and registration process.

Find Open Grant Opportunities

NEWEST OPPORTUNITIES

BROWSE CATEGORIES

BROWSE AGENCIES

BROWSE ELIGIBILITIES

No.		View More »
Funding Opportunity Nu	ımber Opportunity Title	Agency
L13AS00188	BLM WY Wildlife Aerial Survey	Bureau of Land
	95	Management

What's New

SAMS Quick Start Guide For New Grantee
Registration and SAMS Video Tutorial for New Applicants
are tools created by the General Services Administration to
assist those registering with the System for Award
Management (SAM). If you have questions or concerns
about your SAM registration, please contact the Federal
Support desk at https://www.fsd.gov.

Grants.gov Applicant Training Video 127 - Need a quick lesson on how to Register, Find and Apply? Watch this short video to get tips on registering with Grants.gov; finding grant opportunities; understanding your search results; and, applying for opportunities. If you have any additional questions please visit the Applicant Resources section of Grants.gov.

Grants.gov Blog

Grants.gov Releases a New Applicant Training Video 7/30/13 5:00 PM

Just in time for the roll out of the new look and feel to the Grants.gov website, the Program Management Office has

The System for Award Management - SAM

What is SAM?

The System for Award Management (SAM) is combining federal procurement systems and the Catalog of Federal Domestic Assistance into one new system. This consolidation is being done in phases.

The first phase of SAM includes the functionality from the following systems:

- * Central Contractor Registry (CCR)
- * Federal Agency Registration (Fedreg)
- * Online Representations and Certifications Application
- * Excluded Parties List System (EPLS)

FIND: APPLY, SUCCEED!

GRANTS.GOV > Applicants

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APPLICANTS ▼

SEARCH GRANTS

GRANTORS

SYSTEM-TO-SYSTEM

FORMS

OUTREACH

SUPPORT *

GRANT APPLICANTS

APPLICANT ACTIONS

- » Apply for Grants
- » Track My Application

APPLICANT RESOURCES

- » Grant Eligibility
- » Individual Registration
- » Organization Registration
- Second Application Process
- » Applicant FAQs
- "Applicant FAGS
- » Applicant Resources
- » Applicant Tips

Welcome Applicants to Grants.gov



ATTENTION: Grants.gov DOES NOT offer money for personal financial assistance or debt. If you are seeking this type of assistance, please visit: Social Security, Medicaid or State Social Services, Student Loans, or Small Business Start up Loans.

About Grants.gov

Grants.gov is your place to FIND and APPLY for federal grants. The United States Department of Health and Human Services is proud to be the managing partner for Grants.gov—an initiative that is having an unparalleled impact on the grant community.

Learn more about Grants.gov »

Get Registered

In order to apply for a grant, you and/or your organization must complete the Grants.gov registration process. The registration process for an Organization or an Individual can take between three to five business days or as long as four weeks if all steps are not completed in a timely manner. So please register early!

Organization Registration » Individual Registration »

Confirm Eligibility

Confirm that you are ELIGIBLE for opportunities offered on Grants.gov. Although there are many funding opportunities on Grants.gov, few of them are available to individuals and none of them are available for personal financial assistance. Confirm your Grants.gov Eligibility »

Find Grants

SEARCH Grants.gov for your federal grants by keywords or more specific criteria. All discretionary grants offered by the 26 federal grant-making agencies can be found on Grants.gov. You do not have to register with Grants.gov to find grant opportunities.

Search Grant Opportunities »

A L ... C L ...

T... -1. V - C...

Types of Federal Assistance

 DISCRETIONARY – applicant submits grant proposal to a Federal Agency (nationally competitive)

 FORMULA – applicant submits grant proposal to a State or other Public Agency (locally competitive)

 OTHER – funding opportunities that are not traditional grant programs

Federal Formula Funds

Block grant (formula) programs are awarded to state, local communities, or agencies. For HUD, Community Development Block Grants, HOME dollars, Emergency Shelter Grants and Housing Opportunities for Persons with Aids are all "Block Grant Programs". Local agencies must apply to receiving agencies directly for support.

Finding Federal Funds

- CFDA.gov the on-line Catalog of Federal Domestic Assistance which lists all of the funding opportunities available to the public. (each program has its own identification number)
- Grants.gov a single access point for over 1,000 grant programs offered by 26 Federal grant-making agencies, as well as some state and local governments
 - Register at grants.gov for notifications

Grant Application Notice

- Published in the Federal Register
- Access via the Web (grants.gov)
- Register to access electronic application
- Includes a link to the actual application package with contains all of the vital information about the competition
 - Selection criteria
 - Program priorities
 - Contact information for program office
 - Required forms
 - Deadline

Is Your Organization Ready?

- Is Your Agency Ready to Find a Grant?
 - Mission, Vision & Values Statement
 - Market Analysis or Feasibility Study
 - Strategic Plan & Budget Estimate
 - Fundraising Plan
 - o Internet resources for grantseekers



Supplementary Materials

ORGANIZATIONAL DEVELOPMENT

501 (c)(3) and Nonprofit Boards
CAPACITY BUILDING SERIES

Board Job Descriptions
Roberts Rules of Order
Evaluations of Agency Status

STRATEGIC PLANNING

Sample Strategic Plans
Overview of Strategic Plan Models
Short Term Strategic Plans

When reviewing a NOFA keep note of:

- Who is eligible to apply for the funds?
- When is the application due (deadline?)
- What is the award amount per grant?
- How many projects will be funded?
- Who is the program contact?
- Is there matching requirements?
- Is there page limit, or other special instructions?



Key Questions continued



- Where can I get the application? (Federal www.grants.gov Private the organization's web page, the Foundation Center; resources in supplementary materials)
- How and where do I submit the application?
- Does the mission of my organization match up with the goals and objectives of the program described in the application?
- If I receive the funds, can my agency effectively administer the program?

Establish a Timeline

Recipe: 2/3 planning and 1/3 writing

Important DATE!

- Research program well in advance
- Assess time available to draft the application and determine if it is feasible to go forward
- Finalize any required partnerships in writing
- Complete all necessary registrations
- Submit grant application AT LEAST 48 to 24 72
 HOURS prior to the deadline

Writing the Proposal

- Select the team or individual to write the grant application.
- Break the project down into elements and assign completion time frames to keep the process moving.
- If only one person is writing the proposal, ensure that they have ready access to all the information / staff/ partner agencies necessary to complete the application.

Writing the Proposal continued

- Leave time to properly review the application prior to submission
- Ensure the submission is "reviewer friendly"



- Have all partnership agreements, and financial commitments completed prior to grant application submission
 - MOU and Letters of Commitment

Use the RFP to Develop a worksheet:

LIST ITEMS TO BE ADDRESSED IN YOUR NEED STATEMENT	DEFINE THE KINDS OF DATA YOU NEED TO ADDRESS	LIST POTENTIAL SOURCES FOR THE DATA
Demographics and economics	racial mix	Census
of the community being targeted for services	employment and poverty rates	Census / Labor Department
	income levels	Census / Labor Department
Define in detail specific needs of the community – using hard	education levels, school quality	Education Department / local school district
evidence that the needs exist	teen pregnancy, single parents	Social Services Department / Youth Department

Common Elements of NOFAs, RFPs and Grant Applications

All funding proposals want the same basic information:

- NEED What is the problem, where is it taking place and who is impacted
- CAPACITY Why your organization is best able to address the problem
- SCOPE OF SERVICES (work plan) What will you do with the funds to address the problem

Common Elements continued

- BUDGET What is it going to cost and who else is contributing funds
- EVALUATION How will you evaluate the impact the program has and how will you use the evaluation information for reporting successes? How will the evaluations be used to guide the program as it goes forward?

Common Elements restated

- Identify and prioritize community needs and problems
- Document capacity to perform the program that will address the needs
- Detail the plan of services to be provided including; delivery, partnerships, location, expectations and the evaluation strategy to be used to show a measurable change in condition for participants. Prepare a Logic model
- Detail the costs and include a narrative
- Complete all required forms, certifications and reviews prior to submission

NEED for the Project

Explain how community need ties into the grant program's purpose

- Use most recent statistics
 - Utilize census.gov (American FactFinder)
 - Local government data sources, reports and plans, community assessments, etc. (For HUD grants look at the community's Consolidated Plan or Analysis of Impediments to Fair Housing Choice)
- Compare target area to region and nation
- Demonstrate through facts
- Avoid jargon and rhetoric



Need Statement

- WHO is affected?
- WHAT is happening?
- WHERE does the situation take place?
- WHY is it a problem?
- WHAT ELSE can you tell us about the situation?
- Who else thinks it is a problem?
- What are the underlying causes?
- What are the effects of this problem?



Need Statement

- re I
- Accurate picture
- Convince reviewers
- Urgent problem
- Build a strong case
- Use the most important facts and statistics and use verifiable local data and facts about the target population

Need Statement

- Credible sources
- Don't make claims that go beyond the data.
- Use hard and soft data
 - statistics
 - facts
 - stories
 - anecdotal information
- Don't use circular reasoning.
- Show that people will use your program

Six Basic Approaches



- Key informants
- Community forums
- Case studies
- Statistical analysis
- Surveys
- Studies of literature and research

Where to look for data:

- Census data (www.census.gov)
- American community survey)
- State agencies
- Local governments
- Local community groups
- Colleges and universities
- Consolidated Plan/Al

- Local, state or national foundations
- State, regional or national associations
- Self-generated data (survey "customers")

Capacity

- Why is your organization the best one to provide the service of perform the program?
- Have you the staff with sufficient experience to perform the services you plan or will you hire? Will consultants be involved?
- Can you collect and secure the information on clients served, and can you meet reporting requirements?
- Can you operate on a reimbursement basis?

Staff and Organization Profile

- Your mission and how this program fits
- History, structure, programs, expertise
- Who you serve, how many people, why they rely on you



Experience of key staff

Project Personnel

- Provide detailed job descriptions
 - Paid staff
 - Volunteers
- Highlight qualifications of proposed staff
 - Include resumes (if applicable)
- Demonstrate staff's ability to relate to target population
- Address staff's professional development
- Align salaries with time and effort

Organizational Capacity

(continued)

Prepare an Agency Resume

- Years in Business
- Project Management History
- Grants Management History
- Specific Outcomes of Programs Implemented (measurable progress)
- Agency Organization
- Resources
- Partnerships



(Scope of Services) Work Plan – Project Design

- Should meet the stated need
- Reflect the life of the grant project
- Demonstrate a well thought out plan
 - Note studies and research findings
- Detail recruitment of target population
- Build community partnerships
- Develop contingency plans

Approach/Implementation Plan

- Involve stakeholders and "customers."
- Address cultural competency



Describe your partners and what they will specifically do



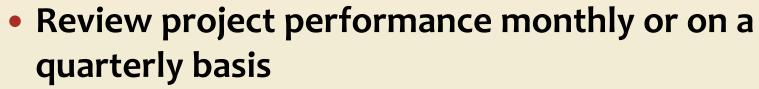
Project Services

- Incorporate proven methods to accomplish the program's goals and objectives
- Tailor services to benefit the target community
- Vary methods of meeting the need
- Emphasize individualized services
- Cite examples of activities

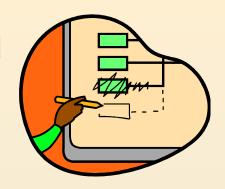


Project Evaluation

- Measure goals and objectives
 - Are they ambitious and attainable?
 - What indicators will demonstrate progress?
 - Are they achieved through services?



- Does it meet the need outlined in the proposal?
- Can the program be successfully replicated?
- Include staff input and participant feedback in determining program success (Information on Logic Models and Evaluations included in supplementary material)



Measuring Results

- Outcomes are benefits to:
- Individuals
- Families
- Organizations
- Communities



... from their participation in a program or service.

Outcomes are always measurable and answer the other big "So What?" question

Outputs

The Number or Volume of Things Done

QUANTITY Examples:

- Number of houses built
- Number of counseling sessions conducted
- Number of jobs created
- Volume of educational materials distributed
- Number of participants served

ACTIVITIES CREATE OUTPUTS



Logic model is a...

- Picture of your program or intervention
- Graphic representation of the "theory of action" – what is invested, what is done, and what results
- Core of planning and evaluation

Provides a common framework for your work



The accountability era

- What gets measured gets done
- If you don't measure results, you can't tell success from failure
- If you can't see success, you can't reward it
- If you can't reward success, you're probably rewarding failure
- · If you can't see success, you can't learn from it
- If you can't recognize failure, you can't correct it.
- If you can demonstrate results, you can win public support.

Re-inventing government, Osborne and Gaebler, 1992



Logic model is a...

- Picture of your program or intervention
- Graphic representation of the "theory of action" – what is invested, what is done, and what results
- Core of planning and evaluation

Provides a common framework for your work



Example: Financial management program

<u>Situation:</u> Local residents lack knowledge and skills in basic financial management so they are unable to meet their financial goals and manage money to meet their needs.

INPUTS

Extension invests time and resources



OUTPUTS

We conduct a variety of educational activities targeted to individuals who participate

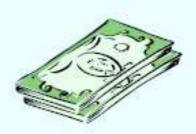


OUTCOMES

Participants gain knowledge, change practices and have improved financial well-being







WHAT WE INVEST

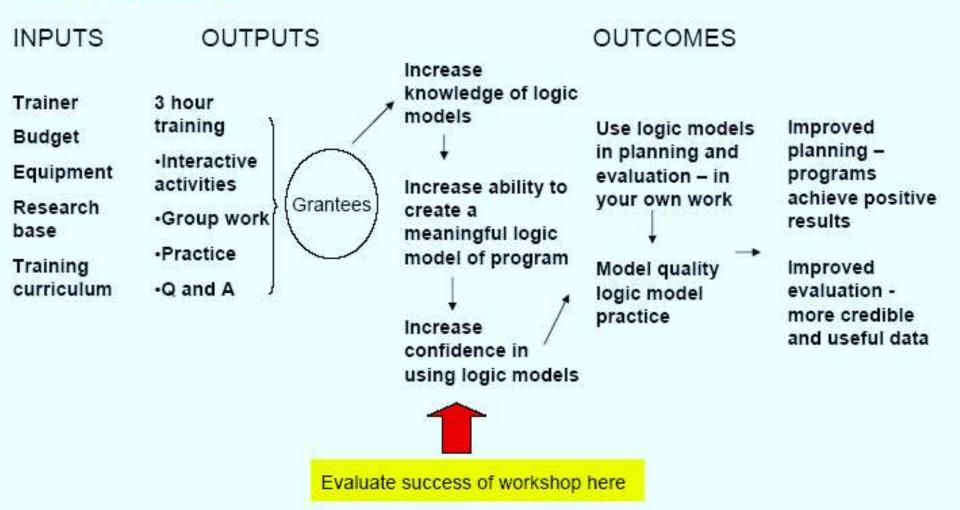
WHAT WE DO

WHAT RESULTS



Example: Logic model training workshop

Situation: Funder requires grantees to include a logic model in funding request; grantees have limited understanding of logic models and are unable to fulfill the funding requirement



First Time Homebuyer Program

Output Yr 1	Outcome Year 1	Outcome Year 2
10 Homebuyer Classes held, 20 first time homebuyer per class (total 200 potential homeowners served)	85 participants purchase a home with a 30 yr. fixed rate mortgage	81 participants still in their home 20 additional participants purchased their home – 30 yr, fixed rate mortgage 4 year 1 homebuyers lost their homes due to economic problems 3 refinanced into predatory loans

Budget

- Budget for the life of the grant
 - Allowable costs
 - Indirect Cost Rate Agreement
 - Cost of living increases
- Address matching requirements (<u>letters of</u> commitment, MOU's) (see next slide)
- Seek non-Federal support
- Focus on sustainability
- sample MOU emailed



Letters of Commitment

- Letterhead
- Partner agency/organization's name
- Level of commitment, dollars to be spent and any contingency
- Length of time support the will be provided.
- Cite the project's name and grant name in the letter. City number/hours of volunteers, and/or value of space or equipment being provided. Put a dollar value on in kind assistance.
- Cite how the support relates to your program
- Signature of an organization official who is legally able to sign for the organization

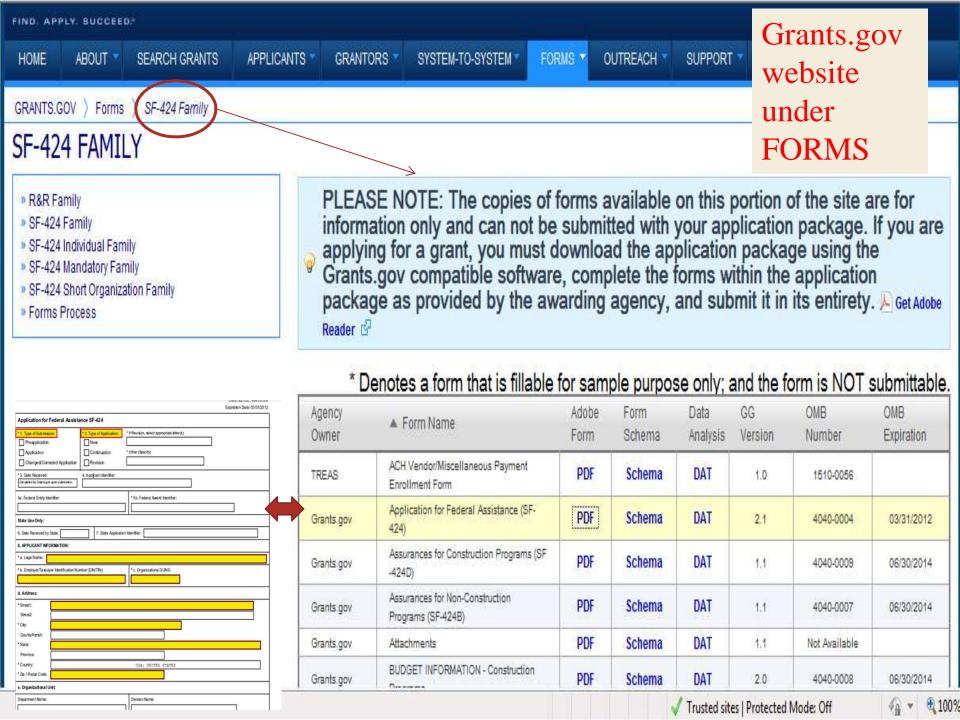
Simple Budget Form

Budget	Source	Public	Private	Total
Salary and				
benefits				
Insurance and				
Taxes				
Travel /				
transportation				
Printing and				
copying				
Space and				
Equipment				
Audit and				
Legal				
Expenses				
Other /				
Miscellaneous				

Completing a Federal Application

- SF 424 "face page"
- SF 524 budget form
- Budget narrative
- Certifications and assurances
- One-page abstract
- Application narrative
- Appendix





Submitting the Application

- See application notice for submission details
 - Grants.gov
 - Agency-specific Web portal
 - Hard Copy in the mail if required
- Be aware of registration procedures and complete all paperwork EARLY
- Allow time for application to be submitted (especially if it is an electronic submission)
- Determine the application's deadline including both date and time

Processing the Application

- Received by the awarding agency
- Given a unique ID number
- Screened for edibility
- Reviewed by a panel of experts
- Scored and ranked
- Recommended for funding

Selection Criteria

- Reviewers look at how the application addresses questions related to the NOFA:
 - Need for the Project
 - Program Design
 - Project Services
 - Personnel
 - Project evaluation strategy
 - Budget
 - Partnerships and Community Support
 - Program or project history









Tools for Nonprofits

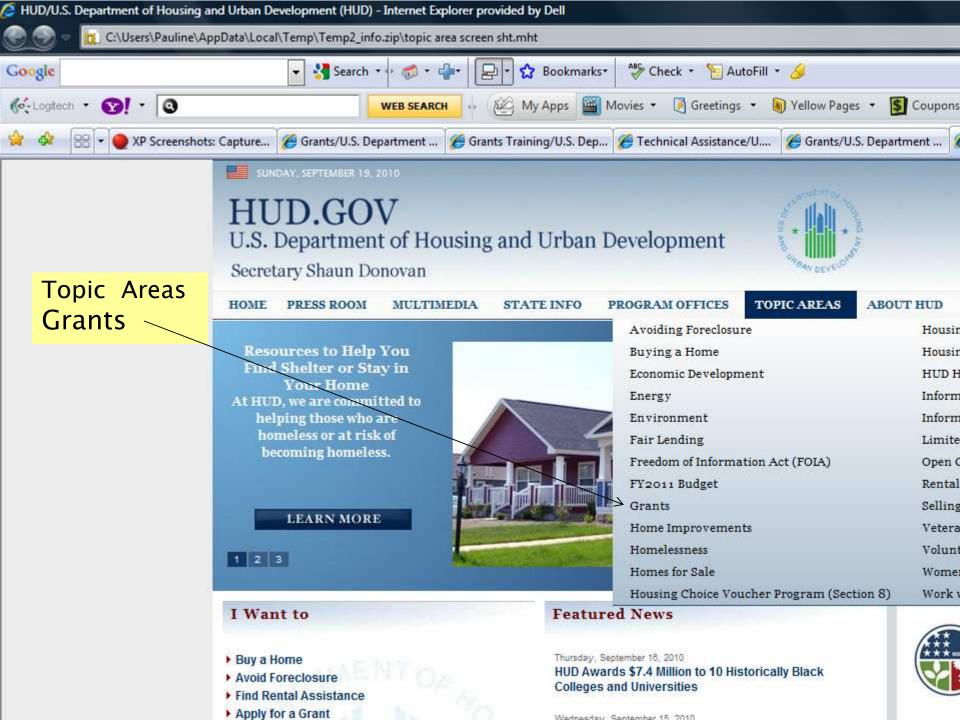
Supplementary
Material sent in
support of the grant
training class.

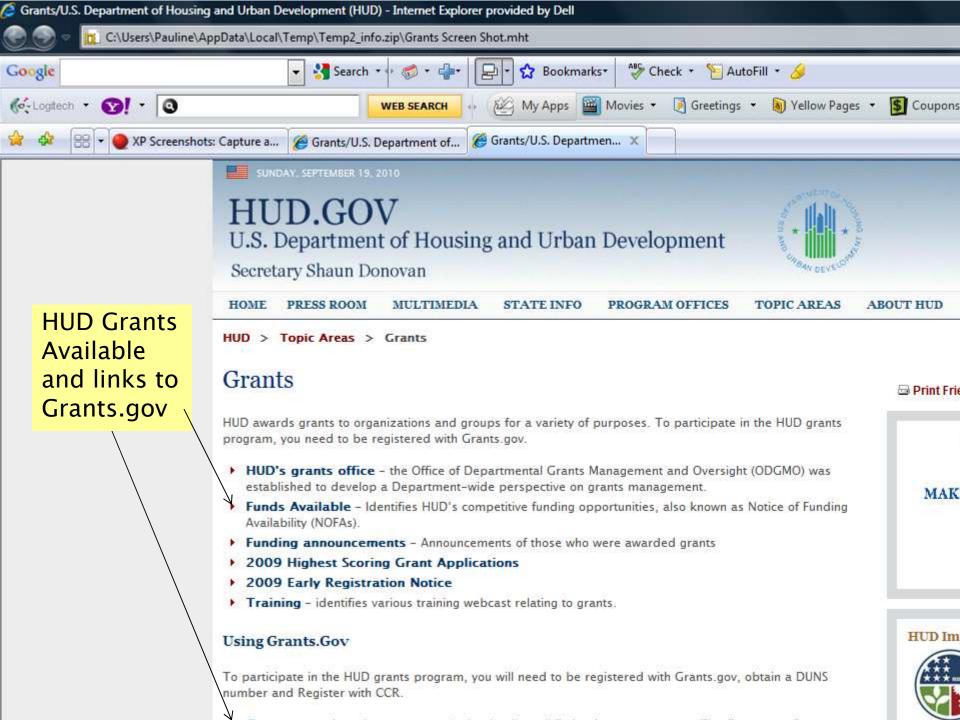


THE HUD PARTNERSHIP CENTER'S CAPACITY
BUILDING WORKSHOP SERIES: THE SCIENCE OF
FINDING AND WRITING GRANTS MODULE

Other guides include: Strategic Planning, Organizational Development, Financial Management, and Evaluation Strategies

U.S. Department of Housing and Urban Development Center for Faith-Based and Neighborhood Partnerships







Other News to Use

HUD's Strategic Plan



HUD's Five Strategic Goals

Mission: Create strong, sustainable, inclusive communities and quality, affordable homes for all

Goal 1
Strengthen the
Nation's
Housing
Market to
Bolster the
Economy and
Protect
Consumers

Goal 2
Meet the
Need for
Quality
Affordable
Rental Homes

Goal 3
Utilize
Housing as a
Platform for
Improving
Quality of Life

Goal 4
Build Inclusive
and Sustainable
Communities
Free from
Discrimination

Goal 5 Transform the Way HUD Does

Business

Contact Information:



Center for Faith Based and Neighborhood Partnerships 451 7th Street, SW, Room 10184 Washington DC 20410 (800) 308-0395

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Appendix A: Recommended References

Some of the resources that are recommended for review by candidates prior to taking the CGMS examination are as follows:

Castle Online Demo Examination

U.S. Office of Management and Budget (OMB) Circulars and Guidance for Grants and Agreements:

Uniform Administrative Requirements for Grants and Agreements with Institutions of Higher Education, Hospitals, and other Non-Profit Organizations (OMS Circular A-110) published at 2 CFR 215, including appendices.

Uniform Administrative Requirements for Grants and Cooperative Agreements to State, Local, and Tribal Governments (OMB Circular A-102) published as a common rule by federal awarding agencies. For the complete version of OMB Circular A-102 common rule, see agency regulations, such as HHS at 45 CFR 92. and USDA at 7 CFR 3016. (Note: OM8 Circular A-102, as maintained on OM8 website, does not contain the full requirements of the OMB Circular A-102 common rule.)

Cost Principles for Educational Institutions (OMB Circular A-21) published at 2 CFR 220, including appendices

Cost Principles for State, Local, and Indian Tribal Governments (OMB Circular A-87) published at 2 CFR 225, including appendices.

Cost Principles for Non-Profit Organizations (OMB Circular A-122) published at 2 CFR 230, including sopendices.

Cost Principles for Commercial Organizations at 48 CFR part 31 (Federal Acquisition Regulation).

Audits of States, Local Governments, and Non-Profit Organizations (OMS Circular A-133) published at http://www.whitehouse.gov/sites/default/files/omb/assets/a133/a133_revised_2007.pdf

OMB Circular A-133 Compliance Supplements published on OMB website:

- June 2012 Compliance Supplement
- March 2011 Compliance Supplement
- June 2010 Compliance Supplement
- March 2009 Compliance Supplement
- March 2008 Compliance Supplement
- Appendix A: Data Collection Form (Form SF-SAC)

OMB Guidelines to Agencies on Government-Wide Debarment and Suspension (Nonprocurement) published at 2 CFR 180, including agencies' implementing regulations at 2 CFR Subtitle 8.



Certified Grants Management Specialist (CGMSTM)

You can find a resource page on the grants.gov website which will bring up information on CGMS certification.

This is not an endorsement, rather it is a information resource on managing federal grant funds once awarded

67 OMB Guidance

Valuable Resources

- Technical assistance
 - Workshops
 - Web casts (www.hud.gov)
 - Conference calls
- Federal or State program contact information
- Grant.gov customer response information
 - **-1-800-518-4726**
 - support@grants.gov



CAPACITY BUILDING SERIES

Center for Faith-Based & Community Initiatives

www.hud.gov/offices/fbci